

Message Text

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SUBJECT: CIVIL AVIATION CONSULTATIONS

REF: CARACAS 1918, 1712, 1747, AND 12100 OF DEC. 6, 1974

1. IN FINAL TALK WITH GEN. SUAREZ, DIRECTOR GENERAL OF CIVIL AVIATION (DGCA), BEFORE HIS DEPARTURE FOR WASHINGTON, EMBASSY OFFICER WAS ASSURED THAT MAJOR CONCERN OF VENEZUELAN DELEGATES WILL BE TO REACH AGREEMENT REGARDING TERMINATION OF PRE-SCREENING FORMULA. VENEZUELAN TEAM WISHES REPLACE PRE-SCREENING WITH INTER-AIRLINE TALKS AND CAPACITY AGREEMENTS, BUT WISHES SOME FORM OF GOVERNMENT CONTROL OVER SUCH TALKS. VENEZUELAN DELEGATES ARE UNCERTAIN REGARDING US POLICIES IN THIS RESPECT, BUT FEEL THAT BERMUDA PRINCIPLE IS DEAD.

2. IN SIMILAR TALKS WITH CARLOS GARCIA, MANAGING DIRECTOR OF PAN AMERICAN WORLD (PANAM) IN VENEZUELA, GARCIA MADE FOLLOWING OBSERVATIONS: PANAM IS HAVING CONTINUING PROBLEM OBTAINED CLEARANCES FROM DGCA FOR EXTRA FREIGHT SECTIONS ON ESTABLISHED ROUTES. UP UNTIL THREE MONTHS AGO PANAM HABITUALLY RECEIVED CLEARANCE FROM DGCA FOR SPECIFIED NUMBER OF EXTRA FREIGHT SECTIONS ON A MONTHLY CLEARANCE BASIS. DURING PAST THREE MONTHS, DGCA HAS NOT GRANTED CLEARANCES ON MONTHLY BASIS BUT INSISTS ON FLIGHT-BY-FLIGHT CLEARANCE.

3. GARCIA HAD INFORMAL TALKS WITH VENEZOLANA INTERNACIONAL DE
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AVIACION, S.A. (VIASA) ON FEBRUARY 19 AND 20. VIASA REPORTED TO

GARCIA THAT THEY ARE UNDER EXTREME PRESSURE FROM GOV TO PURCHASE ADDITIONAL EQUIPMENT TO EXPAND THEIR FREIGHT SERVICE. VIASA RELUCTANT TO EXPAND IN THIS MANNER BECAUSE SUCH EXPANSION WOULD MEAN CONSIDERABLY MORE THAN SIMPLY EQUIPMENT PURCHASES AND ALSO BECAUSE THEY PREFER TO EXPAND THEIR FREIGHT SERVICES VIA UTILIZING ADDITIONAL BLOCKED CARGO SPACE ON PANAM'S FLIGHTS. VIASA MANAGEMENT OFFERED TO ACCOMPANY GARCIA TO DGCA'S OFFICE TO "HELP" HIM BTAIN FREIGHT FLIGHT CLEARANCES ON A MONTHLY BASIS ALMOST AS QUID PRO QUO FOR ADDITIONAL BLOCKED CARGO SPACE INTO CARACAS. GARCIA EXPRESSED HOPE THAT US DELEGATES WOULD STRESS THE ESSENTIALITY OF PANAM BEING ABLE TO OBTAIN CLEARANCES FROM DGCA FOR A GIVEN NUMBER OF EXTRA FREIGHT SECTIONS ON EXISTING ROUTES ON A MONTHLY BASIS IN CONSULTATIONS TAKING PLACE FEBRUARY 26-28.

4. COMMENT: VENEZUELAN DGCA AND VIASA MANAGEMENT HAVE LIMITED UNDERSTANDING OF AIR FREIGHT SERVICES AND TEND TO EQUATE FREIGHT SERVICES WITH PASSENGER SERVICE. BECAUSE THEIR FREIGHT SERVICE TENDS TO BE AT MOST REGIONAL, THEY HAVE LITTLE APPRECIATION FOR GLOBAL FREIGHT OPERATIONS OF PANAM. PANAM CONCERN IS BASED ON PRINCIPLE THAT ONCE AIR CARGO IS ACCEPTED, IT MUST EITHER BE IN MOTION OR STORED AT A COST. THUS PANAM FEELS IT ESSENTIAL THAT THEY HAVE GUARANTEE OF OBTAINING EXTRA SECTIONS ON FREIGHT FLIGHTS WITH SUFFICIENT LEAD TIME TO PERMIT EFFICIENT MOVEMENT OF CARGO WHILE MINIMIZING STORAGE.

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